

Message Text

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AMEMBASSY VIENNA

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EO 11652: N/A

TAGS: BEXP, PL

SUBJECT: TRADE OPPORTUNITY: NEW PLANT CONSTRUCTION IN
POLISH OPTICAL INDUSTRY

1. TDC HAS BEEN CONTACTED BY BIPROMASZ, THE DESIGN OFFICE OF THE POLISH MACHINE INDUSTRY, REGARDING MAJOR PROJECTS UNDER CONSIDERATION FOR CONSTRUCTION OF ONE PLANT TO MANUFACTURE HIGH-PRECISION OPTICAL GLASS AND ANOTHER TO PRODUCE METAL ELEMENTS FOR USE IN OPTICAL INSTRUMENT. WESTERN EUROPEAN, JAPANESE AND US FIRMS HAVE BEEN INVITED TO SUBMIT PROPOSALS ON THE PROJECTS, BUT RESPONSE FROM US SIDE HAS TO DATE BEEN DISAPPOINTING TO POLES AND THEY HAVE CALLED ON US FOR ASSISTANCE IN GENERATING INTEREST ON THE PART OF POTENTIAL US BIDDERS.

2. LENSES TO BE PRODUCED BY THE OPTICAL GLASS PLANT, WHICH MAY BE BUILT EITHER ON A TURN-KEY BASIS OF CONSTRUCTED BY POLES BASED ON WINNING BIDDERS' DESIGN, ARE INTENDED FOR WIDE RANGE OF USES, INCLUDING SCHOOL MICROSCOPES, SCIENTIFIC RESEARCH INSTRUMENTS LASERS, TELESCOPES, BINOCULARS, ETC., BUT NOT EYEGLASSES. COMPLETE LIST OF PRODUCT LINES AND PRELIMINARY ESTIMATES OF PRODUCTION VOLUME HAVE BEEN SENT TO SOME POTENTIAL SUPPLIERS IN US, WESTERN EUROPE AND JAPAN, COPY OF THIS
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INFORMATION IS BEING FURNISHED TO COMMERCE DEPARTMENT.

3. BOTH BIPROMASZ AND POLIMEX-CEKOP, THE FOREIGN TRADE ORGANIZATION RESPONSIBLE FOR CONTRACT NEGOTIATIONS IN THESE PROJECTS, HAVE ASKED TDC HELP IN IDENTIFYING US FIRMS THAT MAY BE INTERESTED IN THEM. TO DATE BIPROMASZ HAS BEEN IN TOUCH WITH FOLLOWING FIRMS:

BAUSCH AND LOMB
ROCHESTER, NEW YORK

AMERICAN OPTICAL COMPANY
BUFFALO, N.Y.

OPTICAL INDUSTRIES, INC.
1218 EAST POMONA ST.
SANTA ANA, CALIF.

4. ACCORDING TO BIPROMASZ RESPONSES THUS FAR RECEIVED FROM US HAVE OFFERED FINISHED PRODUCTS RATHER THAN EQUIPMENT AND TECHNOLOGY. SOLE INTEREST OF POLISH INDUSTRY IS IN CONSTRUCTION OF PRODUCTION FACILITY, OBTAINING NEW TECHNOLOGY, NOT RPT NOT IN PURCHASING FINISHED PRODUCTS. BIPROMASZ ADMITS KNOWLEDGE OF US OPTICAL INDUSTRY IS LIMITED, AND IT MAY NOT HAVE ADDRESSED ITSELF TO APPROPRIATE US FIRMS.

5. VOLUME OF PRODUCTION HAS NOT BEEN FINALLY DETERMINED, BUT BIPROMASZ ESTIMATES PRODUCTION LABOR FORCE IN COMPLETE PLANT AT A MINIMUM OF 10000 PEOPLE.

6. SECOND PART OF OPTICAL INDUSTRY MODERNIZATION PROGRAM IS CONSTRUCTION OF PLANT TO MANUFACTURE METAL COMPONENTS OF OPTICAL PRODUCTS. EQUIPMENT SOUGHT FOR POLAND CONSISTS PRIMARILY OF PRECISION MACHINE TOOLS SPECIFICALLY DESIGNED FOR OPTICAL INDUSTRY APPLICATIONS. SPECIFICATIONS BEING FORWARDED TO COMMERCE DEPARTMENT BY POUCH.

7. POLES WISH TO BEGIN CONSTRUCTION ON BOTH PLANTS IN 1975. MAJOR COMPETITION FOR US FIRMS INTERESTED IN UNCLASSIFIED

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CONTRACTS WILL COME FROM WESTERN EUROPE AND JAPAN. SO FAR AS WE KNOW, SOCIALIST COUNTRIES HAVE NOT BEEN INVITED TO BID.

8. FIRMS DESIRING ADDITIONAL INFORMATION OR WISHING TO SUBMIT OFFERS SHOULD CONTACT:

MR. P. GOSCINSKI

POLIMEX-CEKOP FOREIGN TRADE ENTERPRISE
UL. CZACKIEGO 7/9
00-043 WARSZAWA, POLAND.
DAVIES

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NNN

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